

SHOWS OPENINGS IN FOREIGN FIELDS

U. S. Commerce Bureau Issues Report on Latin-American Countries

MANY OPPORTUNITIES

Government Expert Tells in Detail of Chances for Investment of Capital

The growing appreciation of the importance of foreign investments as a factor in developing trade has led the bureau of foreign and domestic commerce to issue a report outlining the investment situation in all Latin-American countries and the British West Indies. It is conceded that the willingness of foreign capitalists to invest in the development of a country's resources creates a favorable attitude on the part of that country's citizens and a receptivity toward other business proposals. Before the war the commanding position of European nations in certain Latin-American markets was due in large measure to their great investments there.

According to the new report, the continent of South America, containing as it does extensive areas of undeveloped and partly developed territories, has proved a magnet for the investment of considerable amounts of foreign capital. Great Britain, France, Germany, Belgium, the Netherlands and to a less extent, perhaps, the United States, have investigated opportunities in the southern continent and have successfully developed railways and public utilities, mines and manufactures, farms and cattle ranches, and purchased Government, State and municipal bonds and have otherwise made investments in the field. It is a matter of some interest (and perhaps significance) that Great Britain during the several months preceding the outbreak of the great European war placed larger sums in Argentina than in the United States.

The outbreak of the war in 1914 brought about an immediate change of conditions in the European investment markets. The conservation of the resources of the various warring countries and their neighbors immediately stopped the exportation of capital from Europe, and the Latin republics became dependent on the United States for their needs financially.

Investment of American Capital

Before the war the interests of the United States in South America, other than in mines and the packing industry, were negligible. During the full that followed the closing of the various stock exchanges much attention was given to Latin-America, and the first steps were taken to interest American bankers in the opportunities presented in that field. During the early months of 1915 a loan was made to Argentina by American investment houses, and the bonds were publicly offered with success.

Other loans followed this one, and a number of shares in railways in Argentina were purchased by investors through London. Two short-term note issues of South American railways were afterward floated in the United States, these being obligations of the Antofagasta (Chile) and Bolivia Railway (\$3,000,000), and the Central Argentine Railway (\$15,000,000). Other investments

(largely in mining securities) were made, including bond issues of the Cerro de Pasco mines, the Chile Copper Company and the Braden Copper Company, operating in Peru (Cerro de Pasco Mining Company) and in Chile. These three great mining properties, developed through the investment of American capital, have become the greatest mining properties in South America and rank among the most important copper producers in the world.

American interests have also turned their attention to developing the petroleum resources of Venezuela, Colombia and Peru, as well as the nitrate fields of Chile, the manganese deposits of Brazil and other forms of enterprise.

Concerning the undeveloped wealth of the various South American countries, it may be said that mineral exists in all the republics, that the forest resources of all, except possibly Uruguay, are very extensive; that oil deposits have been found in almost every country and are worked commercially in Argentina, Colombia, Chile, Ecuador, Peru and Venezuela, and that there are lands available for the raising of livestock and for agricultural purposes. Although public utilities have been developed to a considerable extent, the vast amount of water power available assures a future of greater importance for this field of enterprise.

British Investments
Great Britain has long been the largest investor in South America. The following table indicates the approximate amount placed by that country in the various Latin American nations and in the West Indian Islands. The figures as submitted are said to be conservative:

CLASS OF SECURITIES	
Governmental, State and municipal securities	\$1,571,870,200
Railway securities, stocks and bonds	2,850,519,200
Industrial, land, timber, oil, fishing, etc.	1,263,290,000
Total	\$5,685,680,000
DISTRIBUTION OF INVESTMENTS	
Argentina	\$1,807,825,000
Brazil	1,118,285,000
Chile	1,055,000,000
Uruguay	248,825,000
Peru	121,462,500
Venezuela	30,995,000
Colombia	33,578,000
Bolivia	17,000,000
Paraguay	14,500,000
Ecuador	18,625,000
Guatemala	8,750,000
Total, South America	\$3,850,801,500
Mexico	708,100,000
Cuba	220,000,000
Costa Rica	15,000,000
Honduras	32,118,000
Nicaragua	5,839,000
Santo Domingo and Haiti	3,400,000
British Honduras	1,400,000
Porto Rico	2,919,000
Total, Mexico, Central America and Latin West Indies	\$1,139,784,500
Shipping	\$67,330,000
Banks and trust companies	29,203,000
Total	\$8,934,700,000

In addition to the above total, Great Britain has invested fairly large amounts in British West Indian, Colonial and other securities. The total British West Indian investments would probably approximate \$50,000,000, including some \$30,000,000 in Colonial loans and upward of \$20,000,000 in Trinidad oil securities. Thus the approximate total invested in governmental and municipal securities and in stock enterprises throughout South and Central America, Mexico and the West Indies may conservatively be said to approach \$5,250,000,000.

Other Investments

No figures are available as to the extent of French investments in Latin America. The amount placed in Argentina is said to total \$400,000,000, and fully that sum has gone into Brazilian loans and enterprises; in fact, some estimates place the total amount of French capital in that field as high as \$500,000,000. There is likewise French capital in practically all of the other re-

publics. The investments in Argentina include three railway lines with a mileage of approximately 2500. Government bonds, banks, etc. The French have made loans from time to time to Bolivia, hold interests in mines, and have otherwise made investments in that republic. French engineers are at present building a section of the railway link to connect the highlands of Bolivia with the railways of Argentina. The public utility enterprises of La Paz, the capital, are under French ownership and management.

Hurley Gains Army Ships

Continued from Page One
As was the steel ship over wooden ones; America has the advantage of entering the field with new equipment. She has the disadvantage of high labor cost, but this is only the same disadvantage she has to overcome in all fields of industry through the use of modern machinery.

Strengthens Our Position

This confident determination to compete in merchant shipping, asking no odds, strengthens America's position at the Peace Conference. It was precisely here that America was thought weakest. If America sought to compromise regarding foreign trade, this would be a trading point favoring the British in all the trading that must take place before the two nations agree upon the freedom of the seas and the League of Nations. If American shipping advisors here prevail, there will be no compromise. This determination to compete in spite of obstacles will largely influence England's attitude. The outstanding feature of the Conference will be the rivalry between England and America, perfectly friendly but intense.

The sternness of this rivalry will be a big factor in making it possible for Wilson to have his way at the conference, for Great Britain will not wish to force the issue with a Power so great as America, but rather to agree wherever possible.

Want German Ships

American shipping advisers favor surrender of German merchant shipping, except that barely necessary, and for Germany to replace as far as possible the destroyed tonnage of the Allies and neutrals. One factor making for sympathy with the European desire to compel Germany to pay heavily is Germany's economic advantage if any other course is pursued. Not having been invaded, her industries can recover more quickly than those of any other country except America. She might dump goods on the world in competition with products of the Allies and our own.

Likely to Cripple Germany

For this reason Germany's rolling stock and ships are likely to be seized for the benefit of the Allies who suffered heavily. Germany being left what is barely necessary. This handicap will hold her back at least till the rest of Europe recovers and may be consistent with what President Wilson calls justice to Germany. Our interests and those of the Allies converge regarding any too quick recovery of German industries.

BOOM PORT TRADE TO LATIN AMERICA

Efforts Being Made to Add New Lines and More Ships

WANT LARGE FLEET

Appeals From Buenos Aires, Cities in Brazil and Other Countries Received

Philadelphia's port boosters are working hard to gain for this city a greater mercantile fleet for South American trade.

Just as soon as many steamers are released from Government control, both Allied and American, virtually all the former lines running from this port to South American shipping centers will be resumed and new lines started. This will boom Philadelphia's South American trade.

"Philadelphia is the natural seaport to South America; it is a big manufacturing and railroad center and nearer by many miles to South America than New York harbor," said Director Webster, of the Department of Wharves, Docks and Ferries, and head of the port development committee.

War had badly crippled our trade to the south, but it is now being resumed and we are striving to get new lines and open a big trade path from this city.

From ore, nitrate, fruits, lumber, during the present month have again begun to follow in greater quantity from South America to Philadelphia. However, the shortage of bottoms has kept much of this cargo bound in the country from which it originated.

The efforts to reopen South American trade on a "bigger-than-ever" scale has been spurred with new appeals from banking and commercial institutions in South American countries.

Concerns in Buenos Aires, ports in Brazil and other countries have been promoting an advertising campaign to open business with Philadelphia.

A number of the big steamship companies here have virtually promised that they would start regular lines with South American ports on a big scale just as soon as their steamers were released from Government control.

AMERICANS ARE COFFEE USERS

Take Most of Costa Rica's Crop of 25,246,711 Pounds

Official statistics of Costa Rica's coffee exports for the last season, from August 27, 1917, to date, shows shipments totaling 25,246,711 pounds gross. These figures show that Costa Rica shipped in that period 1,787,839 pounds less coffee than in the corresponding period of last year. Of fully milled coffee 25,179,933 pounds were exported and 66,778 pounds of coffee in parchment were shipped. These figures are respectively 99.74 and 0.26 per cent of the total exports.

BRANCH BANKS

An Aid to Foreign Trade

THE National City Bank's branches and those of the International Banking Corporation practically cover the important business centers throughout the world. These branches do a general banking business and offer every facility for the extension of foreign trade.

The foreign banking houses of The National City Bank of New York and of the International Banking Corporation, which is now included directly in its organization, are located as follows:

Branches of The National City Bank of New York

- Buenos Aires, Argentina
- Once, Buenos Aires, Argentina
- Rosario, Argentina
- Bahia, Brazil
- Rio de Janeiro, Brazil
- Santos, Brazil
- Sao Paulo, Brazil
- Santiago de Chile
- Montevideo, Uruguay
- Caracas, Venezuela
- Cardenas, Cuba
- Cienfuegos, Cuba
- Havana, Cuba
- Matanzas, Cuba
- Sagua la Grande, Cuba
- Santiago de Cuba
- San Juan, Porto Rico
- Genoa, Italy
- Moscow, Russia
- Petrograd, Russia

Branches of the International Banking Corporation

- Canton, China
- Hankow, China
- Hong Kong, China
- Peking, China
- Shanghai, China
- Tientsin, China
- Bombay, India
- Calcutta, India
- Kobe, Japan
- Yokohama, Japan
- Batavia, Java
- Soerabaya, Java
- Cebu, Philippines
- Manila, Philippines
- Singapore, Straits Settlements
- Medellin, Colombia
- Puerto Plata, Dominican Republic
- San Pedro de Macoris, Dominican Rep.
- Santiago, Dominican Republic
- Santo Domingo, Dominican Republic
- Colon, Panama
- Panama, Panama
- San Francisco, California
- London, England

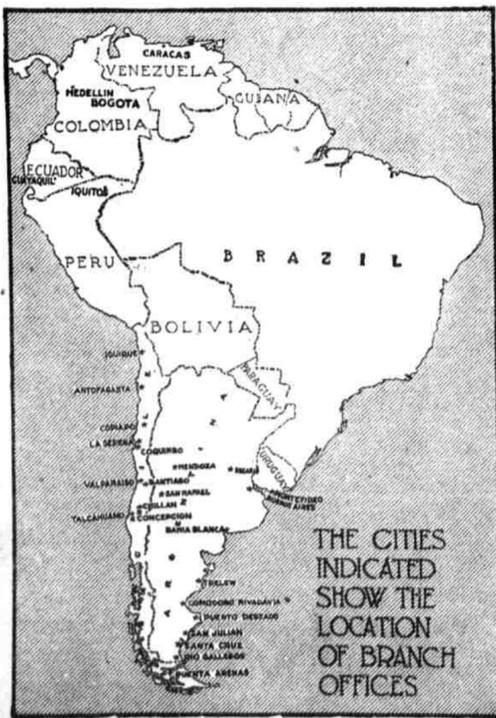
The bank is organizing a further extension of its international banking system to meet the needs of our growing national commerce.

The National City Bank of New York

55 Wall Street, New York

Combined Resources \$1,104,064,405

Through Your Own Bank



THE CITIES INDICATED SHOW THE LOCATION OF BRANCH OFFICES

ARRANGEMENTS may be made with the Anglo-South American Bank, Ltd., to finance American commerce with Latin-American and European countries through your own bank. This bank maintains eleven branch offices in Chile, eleven in Argentina, and one in Uruguay, as shown on the map, as well as correspondents in the other countries of South America.

In addition to this unusually complete service, this bank has branches in the chief commercial centers of Great Britain, France and Spain, and correspondents in other parts of the world.

With capital and reserves of more than \$32,000,000, the Anglo-South American Bank, Ltd., offers exceptional facilities to American exporters and financial institutions having no direct connections in these countries.

Write for Booklet "Collection Tariff."

ANGLO-SOUTH AMERICAN BANK, Ltd.

Head Office London

New York Agency, 60 Wall Street
John Cone, Agent
F. C. Harding, Sub-Agent
W. M. Dawkin, Sub-Agent

Capital and Reserves Over \$32,000,000

An Export Message to Manufacturers

THE END OF THE WAR HAS COME SO SWIFTLY that most manufacturers find themselves unprepared for the great export trade that may now be expected. Prompt action should be taken by the individual manufacturer at this psychological moment to begin his post-war export campaign. We are on the threshold of a new era in world trade which offers stupendous opportunities to the American manufacturer with initiative, enterprise and foresight.

The world has learned to see and do things on a scale never before conceived, and it will now turn the new-found energy developed by war into the ways of peace. Markets such as Latin-America, the Philippines, Australasia and other self-governing British Dominions, the French colonies, and the Mediterranean countries, are clamoring for merchandise of every sort, after over four years of being on short rations due to war orders, export control, reduced shipping, the U-boat warfare and other causes.

Their warehouses and shops have been emptied of merchandise during these four years, despite the enormous shipments they have received from us, and these countries have also accumulated an unprecedented purchasing power, due to the great excess of their exports of food and raw materials over their imports of manufactured goods. Great stretches of the earth in Asia and in Europe itself which have groaned for centuries under autocracy have been set free for self-development under democracy, thus creating new markets for manufactured goods and creating new sources of food supplies and raw materials. Then there are the home markets of Great Britain, France and Italy, where American specialties have always been popular and will be more so than ever now. Few realize that Great Britain before the war was our largest customer. For months the need of shipping space to Europe has been so imperative that the Allied nations were forced to prohibit all shipments, even by parcel post, that could possibly be delayed until after hostilities.

Adding the reconstruction needs of Belgium and France to these accumulated normal needs, we have an enormous demand for American merchandise in the Allied countries alone that will take years to satisfy.

Before the war Germany was a very large exporter, not only to Latin-America, Asia and Africa, but also to Great Britain and France. Germany has sacrificed her world trade on the altar of militarism, and the goods formerly supplied by Germany will now have to be supplied largely by the United States.

This country has a permanently increased manufacturing capacity with which to meet this enormous export demand for machinery, hardware, clothing, automobiles and all other necessities and refinements of life which civilization is now demanding. Export trade is the logical way to take up the slack due to canceled war orders and to thus prevent unemployment and demoralization of commodity prices.

It is officially announced that the gigantic shipbuilding program is to continue, for it is realized that this great fleet will be needed during the period of reconstruction and demobilization. We are building every month more ships than we formerly built in a year. America has learned to think internationally in the last four years, as all the world knows. In commerce no less than in diplomacy and in warfare we have lost our isolation and taken our place in the great world. Despite every handicap of the war, we now have a greater export trade with non-war markets than any nation ever before had.

It is our business to assist manufacturers to secure export business

The facilities we offer you are the result of 41 YEARS' EXPERIENCE in developing American export trade, during which period the AMERICAN EXPORTER has been the great organ of American-made goods in every foreign land.

It will take the story of your products straight to the merchants and business men in all the foreign markets through the columns of its four separate editions, English, French, Spanish and Portuguese. Its success in developing export trade for manufacturers through publicity is witnessed by the fact that this publication has more advertisers than any other periodical in the world, with one exception ("Iron Age.") Its present number now exceeds 900, and is growing rapidly.

Let us send you detailed explanation of what we can specifically do for you.

AMERICAN EXPORTER

Head Office, 17 Battery Place, New York
Philadelphia Office, 1116 Fidelity Mutual Building, A. T. Bradley, Pennsylvania Manager

"PRACTICAL EXPORTING"—a 530 page Hand Book on how to get and handle export business, by B. Olney Hough, Editor, American Exporter, Second Edition, should be read by every wide-awake manufacturer and sales manager. Price, \$4. If you are not satisfied with it the money will be refunded. Published by American Exporter.